SEATTLE-TACOMA, WA

2025 MARKET AT A GLANCE

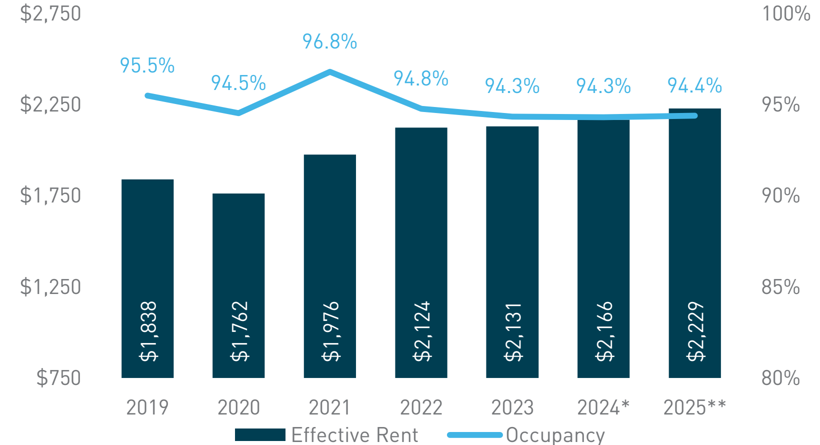
OCCUPANCY RATE (Q4 2025)	EFFECTIVE RENT (Q4 2025)	RENT SHARE OF WALLET (Q4 2025)
94.4%	$2,229	22.9%
UP 10 BPS YOY	UP 2.9% YOY	DOWN 10 BPS YOY

Multifamily Market Thrives as Sustained Demand Bolsters Rent

Along with a stout labor market and positive net migration led mostly by millennials seeking to relocate for tech jobs, the apartment market is expected to remain on solid footing. With over 12,100 net new leases signed, tenant demand will reach its third-highest total since 2000. Downtown Seattle and neighboring submarkets along the Interstate 5 corridor are forecast to account for half of all new leasing activity. Demand drivers include Amazon's five-day-per-week return to office mandate starting January 2025 and the University of Washington's 39,300 students needing off-campus housing, strengthening the rental market. Vigorous apartment demand in the metropolitan area will propel rent development. After advancing 1.7% in 2024, monthly effective rent is projected to rise 2.9% annually to an average of $2,229 in the fourth quarter of 2025. Seattle is a relatively expensive market by national standards, but its rent is still considerably cheaper than in major markets it competes with for tech talent, such as San Jose and San Francisco. Furthermore, owning a home in Greater Seattle is still costly, with an average monthly mortgage of $5,938, more than double the rent. The influx of new residents necessitates new housing, though multifamily construction will taper. Deliveries will decrease from 16,587 in 2024 to 12,450 units this year. This slowdown amid persistent demand will increase the occupancy rate to 94.4% by year-end. Apartment operators' confidence in the market will mirror the strength of the jobs market. Employers are set to expand their payrolls by 18,400 workers by December, building on the net 23,000 jobs gained last year.

Unless noted otherwise, data and images pertaining to rent, occupancy, employment, unemployment, income, price per unit, and cap rate are year-end figures. Absorption and construction figures are full-year totals, unless noted otherwise. Numbers for 2024 are projected values. 2025 figures are forecast projections.

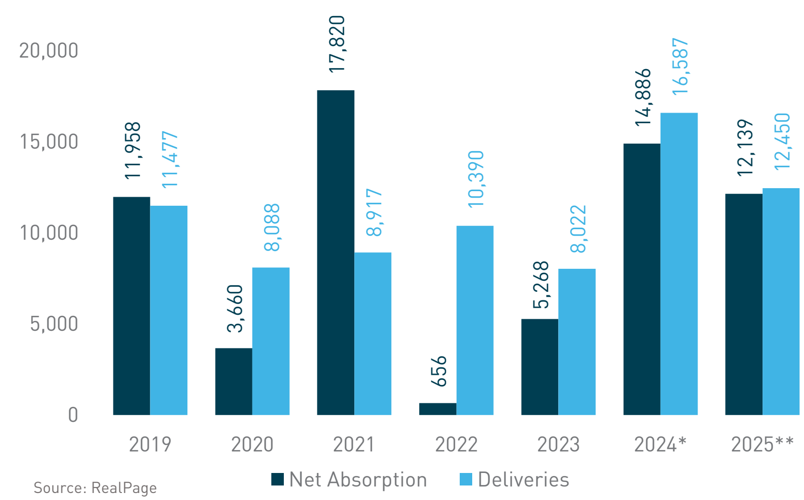
APARTMENT TRENDS



Source: RealPage

*Projected **Forecast

Note: Effective rent and occupancy reflect stabilized properties and does not include preleased units or properties in lease-up. A newly constructed property is considered stabilized once it becomes 85% occupied.



Source: RealPage

*Projected **Forecast

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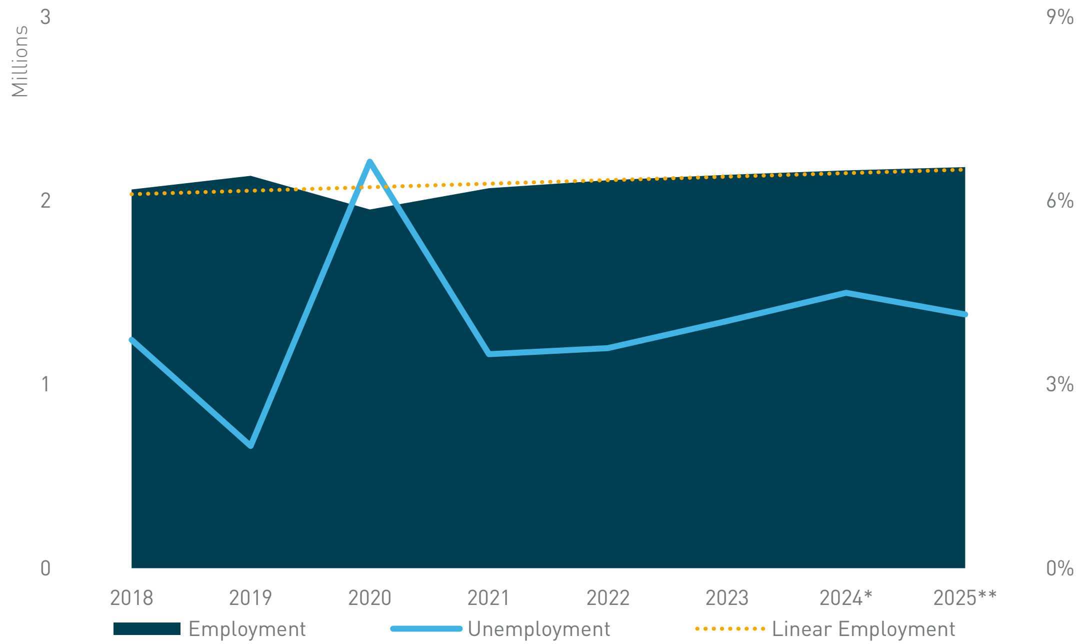
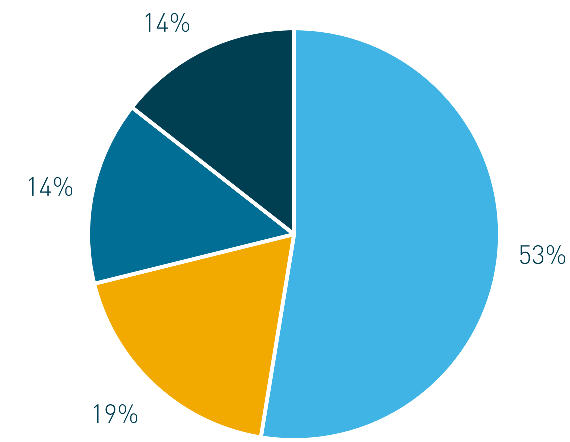
EMPLOYMENT TRENDS



Source: Moody's Analytics

*Projected **Forecast

2024 SALES TRENDS*



Source: MSCI Real Capital Analytics

1979 & Earlier | 1980-99 | 2000-16 | 2017 & Newer

*YTD through Oct.

The apartment sales information represents transactions of apartment properties with a sales price of $2.5 million or more, unless otherwise indicated.

EMPLOYMENT (DEC. 2025)	UNEMPLOYMENT (DEC. 2025)	MEDIAN HOUSEHOLD INCOME (DEC. 2025 SAAR)	PRICE PER UNIT (2024 AVG.)	CAP RATE (2024 AVG.)
2,183,400	4.1%	$116,675	$293,388	5.3%
UP 0.8% YOY	DOWN 40 BPS YOY	UP 3.3% YOY	DOWN 10.2% YOY	UP 70 BPS YOY